

EXHIBIT 000

9-03-1996 10:59AM FROM

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Larry A. Gor
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SUMMARY

Over twenty years of experience in sales, marketing and consulting various products and services pertaining to improved performance. Consistently team helped organizations attain sales goals while developing direct reports through coaching. Works well in both environment and one-on-one. Excellent presentation and motivational skills.

TRAINING AND DEVELOPMENT

- ☐ Marked and sold soft skill consulting services to various organizations.
- ☐ Developed and delivered effective rapport building program for sales training using neuro-linguistic programming (NLP) techniques. Resulted in outstanding evaluations and additional clients for one-on-one coaching.
- ☐ Coached sales professionals individually which increased their sales performance by 45%.
- ☐ Trained numerous employees at former fortune 100 employer to consistent over quota performance.
- ☐ Designed and delivered professional image workshops to downsized population leading to more effective interviewing.

MANAGEMENT/LEADERSHIP

- ☐ Supervised sales professionals at Motorola to over quota performance four consecutive years, resulting in several promotions.
- ☐ Recruited and hired career-oriented sales team at Motorola, substantially reducing employee turnover within region.
- ☐ Successfully project managed large scale downsizing initiative, as a consultant, for fortune 100 organization. Resulted in 75% job placement within three months.

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WORK HISTORY

1992-Present Human Performance Consultant

1981-1989 Motorola Communications & Electronics

EDUCATION

WEST CHESTER UNIVERSITY, West Chester, PA
B.S. Secondary Education, Major: English

PROFESSIONAL ASSOCIATIONS

Business Network International (BNI) Frederick, MD
Frederick County Chamber of Commerce
Entrepreneur Council of Frederick County, MD

CERTIFICATIONS

Diversity Learning Experience-Texaco, Inc.
Productive and Respectful Workplaces-Maryellen Lurie & Associates
Managing Conflict in the Workplace-Coopers & Lybrand
Coaching to Manage Performance-Coopers & Lybrand
Group Dynamics-Coopers & Lybrand
Neuro-linguistics Programming (NLP)-INDABA Sales Training
Effective Customer Service-Creating Training Solutions
Career Transition & Outplacement-Lee Hecht Harrison
On the Level Communications-McLagen Learning Systems
Customer Focused Goals-McLagen Learning Systems
The Birkman Method Assessment

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